

Message Text

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67

ACTION AF-18

INFO OCT-01 ISO-00 COME-00 SPC-03 SAM-01 AID-20 EB-11

NSC-10 RSC-01 CIEP-02 TRSE-00 SS-20 STR-08 OMB-01

CEA-02 L-03 OIC-04 CIAE-00 INR-10 NSAE-00 INT-08

FEA-02 H-03 DRC-01 /129 W

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R 271605Z FEB 74

FM AMEMBASSY COTONOU

TO SECSTATE WASHDC 5931

CONFIDENTIAL COTONOU 0321

E.O. 11652: GDS

TAGS: ENRG, DM, US

SUBJECT: ROSARIO VISIT TO COTONOU

REF: (A) STATE 031562

(B)COTONOU 0286

1. ROSARIO RESOURCES VICE PRESIDENT FAGIN AND GEOLOGIST MARIS VISITED COTONOU ON HEELS OF UNION DECISION PULL OUT OF DAHOMEY. THEY ARRIVED FEBRUARY 21 FROM NIAMEY AND HAD MEETING AT AIRPORT WITH BRANDON OF UNION AS LATTER WAS ABOUT TO DEPART.

2. FAGIN AND MAIRS WELL RECEIVED BY DAHOMEANS. DIRECTOR MINES, GEOLOGY AND HYDROCARBONS PIERRE DJOSSOU AND DIRECTOR HYDROCARBONS JEAN-JACQUES PEREIRA WENT OUT OF WAY TO MEET WITH THEM EVENINGS AND ON WEEKEND DESPITE THEIR HEAVY SCHEDULES. FURTHER INDICATION TEMPER OF THEIR FEELINGS TOWARD ROSARIO WAS PERIERA COMMENT WHEN I CALLED INFORM HIM OF FABIN VISIT. HE SAID: "FACT ROSARIO TOP MANAGEMENT CAME AND SPENT A WHOLE WEEK WITH US LAST FALL MADE STRONG IMPRESSION ON GOVERNMENT."

3. AFTER REVIEWING NEW PETROLEKB CODE AND RELATED REGULATIONS, CONFIDENTIAL

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FAGIN CAME TO CONSLUSION, AS HAD UNION, THAT SEVERAL FEATURES

OF DAHOMEAN LEGISLATION WERE UNACCEPTABLE. SIZE OF KNOWN RESERVES TOO SMALL TO WARRANT ADVANCE PAYMENTS OF ROYALTIES OR BONUSES. FURTHER, ROSARIO COULD NOT ACCEPT MRGD CONTROL OVER DAY TO DAY, TECHNICAL AND MANAGEMENT DECISIONS. WHEN FAGIN TOLD THIS TO PEREIRA, LATTER SOMEWHAT NONPLUSSED, BUT ASKED FAGIN TO PREPARE PROPOSAL WHICH COULD BE BASIS OF NEGOTIATIONS.

4. FAGIN TOLD US HE IS HOPEFUL DEAL CAN BE WORKED OUT. BABA MOUSSA, PLAN DIRECTOR TAGNON AND MINISTER ATCHADE HAVE ALL EXPRESSED FRIENDLY INTEREST IN ROSARIO. KEY TO NEGOTIATIONS HOWEVER REMAINS TO GREAT EXTENT IN HANDS OF TECHNICIANS LED BY PEREIRA WHOSE CONFIDENCE ROSARIO SEEMS TO HAVE GAINED. SINCE UNION'S NOTICE OF DEPARTURE, DAHOMEANS MAY BE UNDER PRESSURE TO SIGN CONTRACT WITH SOMEONE QUICKLY. IF THESE ASSUMPTIONS VALID, ROSARIO NEGOTIATE PROVIDED IT PREPARES DEVELOPMENT PROPOSAL ASAP.

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